Medium to Large Deals in Pipeline- Attraction: Average Wage Economic Development



KPI Owner: Rebecca Fleischaker Process: Business Attraction

Dollars

Dollars

KPI Owner: Repecca Fielschaker			Process: Business Attraction		
Baseline, Goal, & Benchmark		Source Summary	Continuous Improvement Summary		
Baseline: TBD		Data Source: SalesForce	Plan-Do-Check-Act Step 1: Define the problem		
Goal: TBD			Measurement Method: Average wage of company reported data		
		Goal Source: TBD			
		Benchmark Source: TBD	Why Measure: Higher wages improve local economy and quality of life; aligns with Metro Goal # 9 Next Improvement Step: Increase average wage of attracted businesses		
Benchmark: TBD					
		How Are \	We Doing?		
Apr2010-Mar2015	Apr2010-Mar2015		Jan2015-Mar2015	Jan2015-Mar2015	
5 Year Goal	5 Year Actual		Goal	Actual	
TBD	85,472	YOU	TBD	41,383	YOU

Dollars

Dollars

Medium to Large Deals in Pipeline- Attraction: Average Wage Good 44500 44000 43500 43000 42500 42000 41500 41000 40500 40000 Apr2005 Jan2006 Oct2006 Jul2007 Apr2008 Jan2009 Oct2009 Jul2010 Apr2011 Jan2012 Oct2012 Jul2013 Apr2014 Jan2015 Jun2005 Mar2006 Dec2006 Sep2007 Jun2008 Mar2009 Dec2009 Sep2010 Jun2011 Mar2012 Dec2012 Sep2013 Jun2014 Mar2015 **→** Data -Median — **−**Goal **−** Benchmark

The seven basic quality tools, "5 Whys" technique, brainstorming and other methods will be applied to the measure graphed above. The purpose of using the tools/methods is to understand what makes performance less than desirable if performance is not best in class.

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